



Cisco

646-580

Advanced Security for Account Managers - ASAM

QUESTION: 51

Business priorities, or customer pain points, are what influence most customer decisions. Cisco Smart Services address which three critical business priorities? (Choose three.)

- A. increase operational efficiency ?
- B. deliver training
- C. improve network availability, compliance, and security
- D. enable business agility
- E. organize files?
- F. improve customer satisfaction

Answer: A, C, D

QUESTION: 52

Cisco Collaborative Professional Services allows partners to combine their resources with Cisco assets to perform which three tasks? (Choose three.)

- A. expand or augment partner professional services
- B. increase customer satisfaction
- C. encourage high-margin service revenues
- D. enable sales of complex networks and architectures
- E. shift focus to Cisco
- F. replace partner services

Answer: A, C, D

QUESTION: 53

What are three advantages of a Cisco smart-enabled network? (Choose three.)

- A. capture of real-time data
- B. identification of stresses and potential points of failure
- C. excessive device monitoring cost
- D. complex asset and contract management
- E. time to resolution increases
- F. reduction of business disruption and internal customer support

Answer: A, B, F

QUESTION: 54

What are four capabilities that are inherent to all Cisco Smart Services? (Choose four.)

- A. installed base management
- B. alerts
- C. device diagnostics
- D. smart interactions
- E. 24-hour network monitoring
- F. trending analysis

Answer: A, B, C, D

QUESTION: 55

What are three value statements of SMARTnet Total Care? (Choose three.)

- A. It provides a more accurate picture of the installed base.
- B. It reduces administrative effort at time of renewal.
- C. It eliminates the need for foundational technical support.
- D. It provides improved risk management.
- E. It provides professional services assistance.
- F. It includes network assessment services.

Answer: A, B, D

QUESTION: 56

What are three important indicators or drivers for a Cisco Network Optimization Service engagement? (Choose three.)

- A. no changes to the customer network
- B. issues with network stability
- C. new technologies that might be disruptive to the network
- D. acquisition of a new company and in need of merging IT infrastructures
- E. fast, reliable, easy-to-complete network audits
- F. ample IT staff to conduct extensive trending and benchmarking analysis

Answer: B, C, D

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